



# USTDA

United States Trade and Development Agency

THE GEORGE  
WASHINGTON  
UNIVERSITY

WASHINGTON, DC

## GLOBAL PROCUREMENT INITIATIVE

### UNDERSTANDING BEST VALUE

WWW.USTDA.GOV

#### Overview

The Global Procurement Initiative: Understanding Best Value (GPI) is designed to share best practices with public procurement officials in emerging economies in order to foster fair and transparent procurement systems that utilize best-value determinations and life-cycle cost analysis. Under the GPI, the U.S. Trade and Development Agency (USTDA) is providing customized assistance programs to developing and middle-income countries to promote value-based procurement policies and practices.

Low-cost procurement policies pose an impediment to sustainable development and economic growth in emerging economies. The lack of capacity to integrate best-value determinations and life-cycle cost analysis into procurements may lead governments to acquire low quality goods with relatively short useful lives or high ongoing operating costs. The use of objective methods for value assessment will improve governments' capacity to make more transparent value-based procurement decisions, leading to smarter, longer-term investments with overall savings to the government.

#### Supporting Organizations

USTDA has established a technical partnership with the Government Procurement Law Program at George Washington University Law School, and is collaborating with the World Bank and the other major development banks in the planning and execution of this comprehensive Initiative.

#### GPI Programs:

Customized assistance programs are available for procurement agencies and state-owned enterprises:

- Training
- Workshops and Conferences
- Orientation Visits
- Technical Assistance
- Advisory Services

#### Funding Criteria:

USTDA is seeking to work with countries that are:

- Committed to integrating best-value determinations in tenders
- Open to fair and transparent international competition
- Dedicated to the long-term professionalization of their procurement workforce

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